

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS IMMEDIATE

INFO USCINCEUR

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E.O. 11652: GDS

TAGS: MASS, BE

SUBJECT: FMC SALE OF APC'S TO BELGIUM

REF: A) BRUSSELS 250

1. EMBASSY UNDERSTANDING CONTAINED FIRST SENTENCE PARA 5,
REFTEL IS CORRECT. FOR VARIETY OF REASONS, USG SIMPLY
CANNOT PROVIDE WARRANTY OR COMMITMENT TO BACK UP UNDER-
TAKINGS MADE BY US BUSINESS FIRMS DURING COURSE OF LATTERS'
DEALINGS WITH FOREIGN COUNTRIES ON A PURELY COMMERCIAL
BASIS. EVEN IN CASE OF GOVERNMENT-TO-GOVERNMENT SALES
THROUGH FOREIGN MILITARY SALES (FMS) PROCEDURES, USG CAN-
NOT UNEQUIVOCALLY EXTEND ECONOMIC COMMITMENTS TO PURCHASING
COUNTRY. IN GOVERNMENT-TO-GOVERNMENT SALES, BEST THAT USG
CAN DO IS TO STATE THAT IT WILL USE ITS BEST OFFICES TO
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ASSIST PURCHASER IN MEETING CERTAIN OFFSETTING ARRANGE-

MENTS. HOWEVER, USG DOES NOT MAKE EVEN THAT TYPE OF STATEMENT EXCEPT IN UNIQUE SITUATIONS.

2. FOLLOWING COMMENTS PERTAIN TO ADDITIONAL POINTS IN PARA 5 REFTEL:

A. PARA 5A: DEPARTMENT AND DOD CAN STATE THAT FMC CORPORATION IS CREDIBLE ORGANIZATION WITH EXCELLENT RECORD IN ITS DEALINGS WITH USG.

B. PARA 5B(1): THE EXPERIENCE OF HENSCHEL ENGINEERING IN REBUILDING GERMAN M-113'S WOULD SEEM TO MAKE IT LOGICAL MAINTENANCE AND REBUILD FACILITY.

C. PARA 5B(2): US PLANS TO ATTEND BELGIAN DEMONSTRATION FOR NATO OF EPERVIER RECONNAISSANCE DRONE IN JUNE. HOWEVER, USG DOES NOT PRESENTLY HAVE FUNDS AVAILABLE FOR DRONE PROCUREMENT.

3. IN ADDITION TO ABOVE COMMENTS, YOU MAY ALSO WISH TO CONVEY TO APPROPRIATE BELGIAN OFFICIALS USG BELIEF THAT GOB DECISION TO PURCHASE AIFV AND M-113A1 ARMORED PERSONNEL CARRIERS WOULD IMPROVE COMBAT EFFECTIVENESS OF BELGIAN FORCES COMMITTED TO NATO, AND IN LIGHT OF THE NETHERLAND'S RECENT DECISION TO ACQUIRE THE SAME VEHICLES WOULD BE FAVORABLE STEP TOWARD STANDARDIZATION OF EQUIPMENT THEREBY FACILITATING COMMON MAINTENANCE AND REBUILD FACILITY. KISSINGER

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